



# OxySure Systems, Inc. (OXYS)

4Q and FY2014 Financial Results

March 31, 2015

It's About Time.

# Forward Looking Statements

The following may contain forward-looking statements that involve risks and uncertainties, including uncertainties associated with the medical device industry. Except for the historical information contained herein, the matters set forth in this communication, including statements relating to our growth strategy, financial results, product approvals, and development programs, are forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements speak only as of the date the statements are made and are based on information available at the time those statements are made and/or management's good faith belief as of that time with respect to future events. You should not put undue reliance on any forward-looking statements. Important factors that could cause actual performance to differ materially from the forward-looking statements we make include: range of treatment options, clinical applications, and market acceptance of products and other risks detailed from time to time in our filings with the Securities and Exchange Commission. Our actual results of operations may differ significantly from those contemplated by such forward-looking statements as a result of these and other factors.



# FY 2014 Financial Highlights

- Revenues were \$2.4 million, up 35%, led by a 83% increase in revenues in the United States
- Tenth consecutive quarter sales growth
- Gross margin was 56% on an adjusted basis
- General & administrative expense was \$1.75 million
- Cash was at \$647,093
- Capital leases decreased by \$309,534
- Long term debt down 42%
- Working capital was a surplus of \$418,734



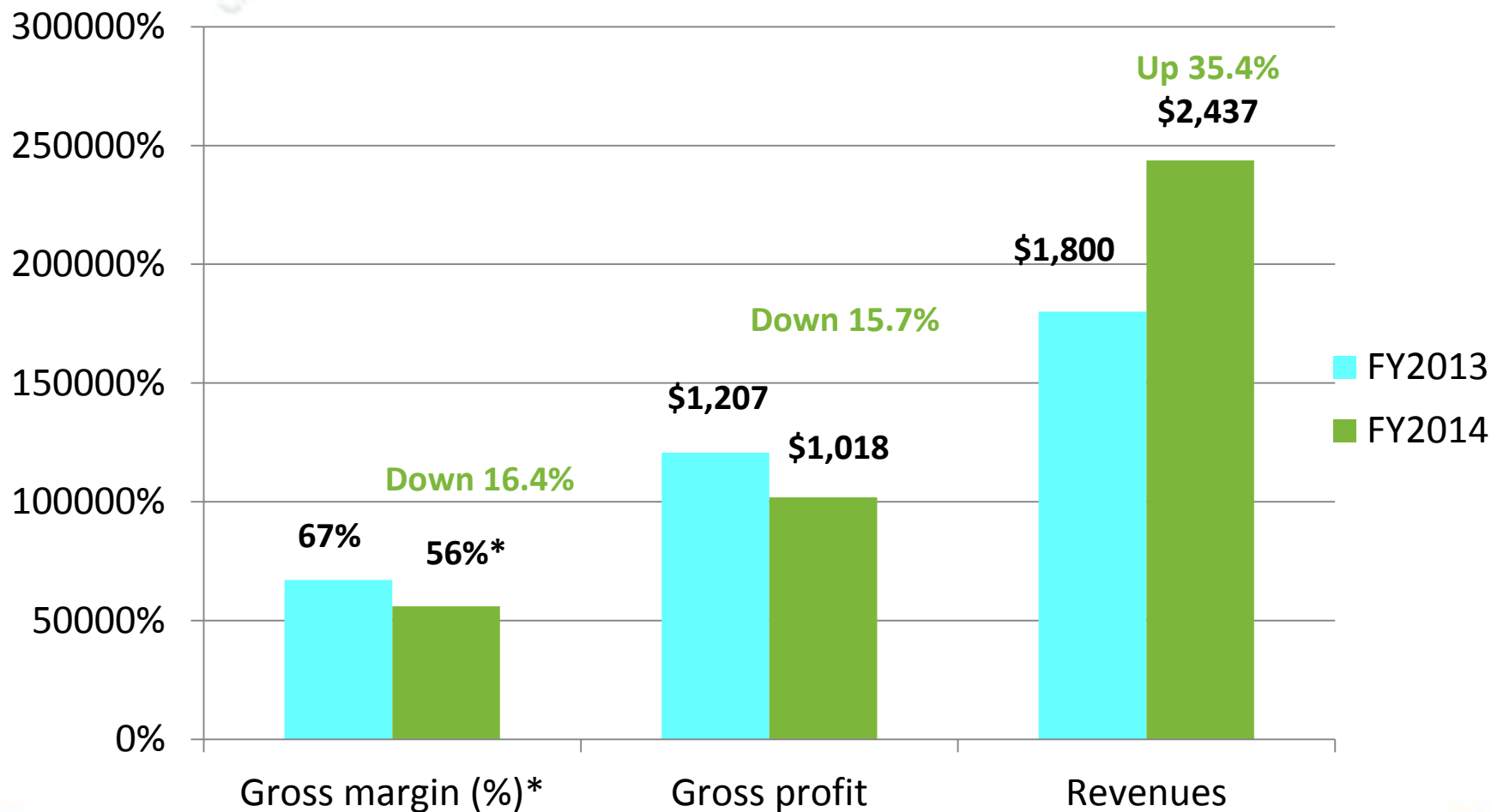
# FY 2014 Financial Highlights, cont.

- Current ratio was 1.3
- Total assets increased 7% to \$2,511,448
- Net loss per share for the year was \$.10
- Model 615 shipments up 18%
- Replacement cartridge shipments up 35%
- Replacement cartridges up to 144% of Model 615 shipped



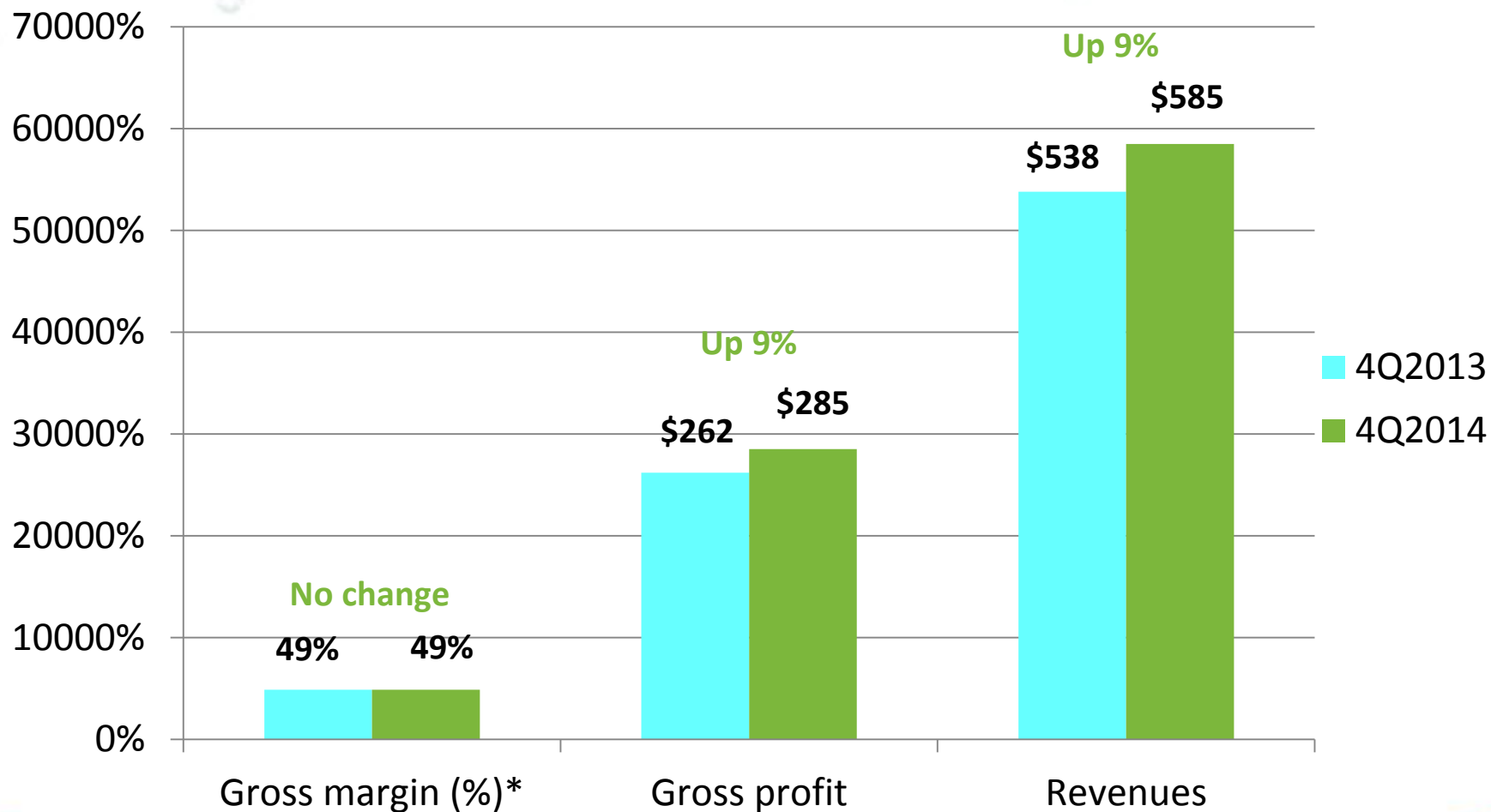
# FY 2014 Financial Results – 12 Months

YOY Results – FY14 v FY13 (in thousands)



# 4Q 2014 Financial Results – 3 Months

Y/Y Results – 4Q14 v 4Q13 (in thousands)



# Sales trends

|                | <u>3Q12</u> | <u>4Q12</u> | <u>1Q13</u> | <u>2Q13</u> | <u>3Q13</u> | <u>4Q13</u> | <u>1Q14</u> | <u>2Q14</u> | <u>3Q14</u> | <u>4Q14</u> |
|----------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Revenues       | 103,327     | 75,595      | 240,420     | 476,071     | 545,819     | 538,017     | 356,228     | 678,112     | 818,456     | 584,606     |
| Revenue Growth | 81,822      | 10,441      | 212,041     | 412,985     | 442,492     | 462,422     | 115,808     | 202,041     | 272,637     | 46,589      |
| Growth%        | 380%        | 16%         | 747%        | 655%        | 428%        | 612%        | 48%         | 42%         | 50%         | 9%          |

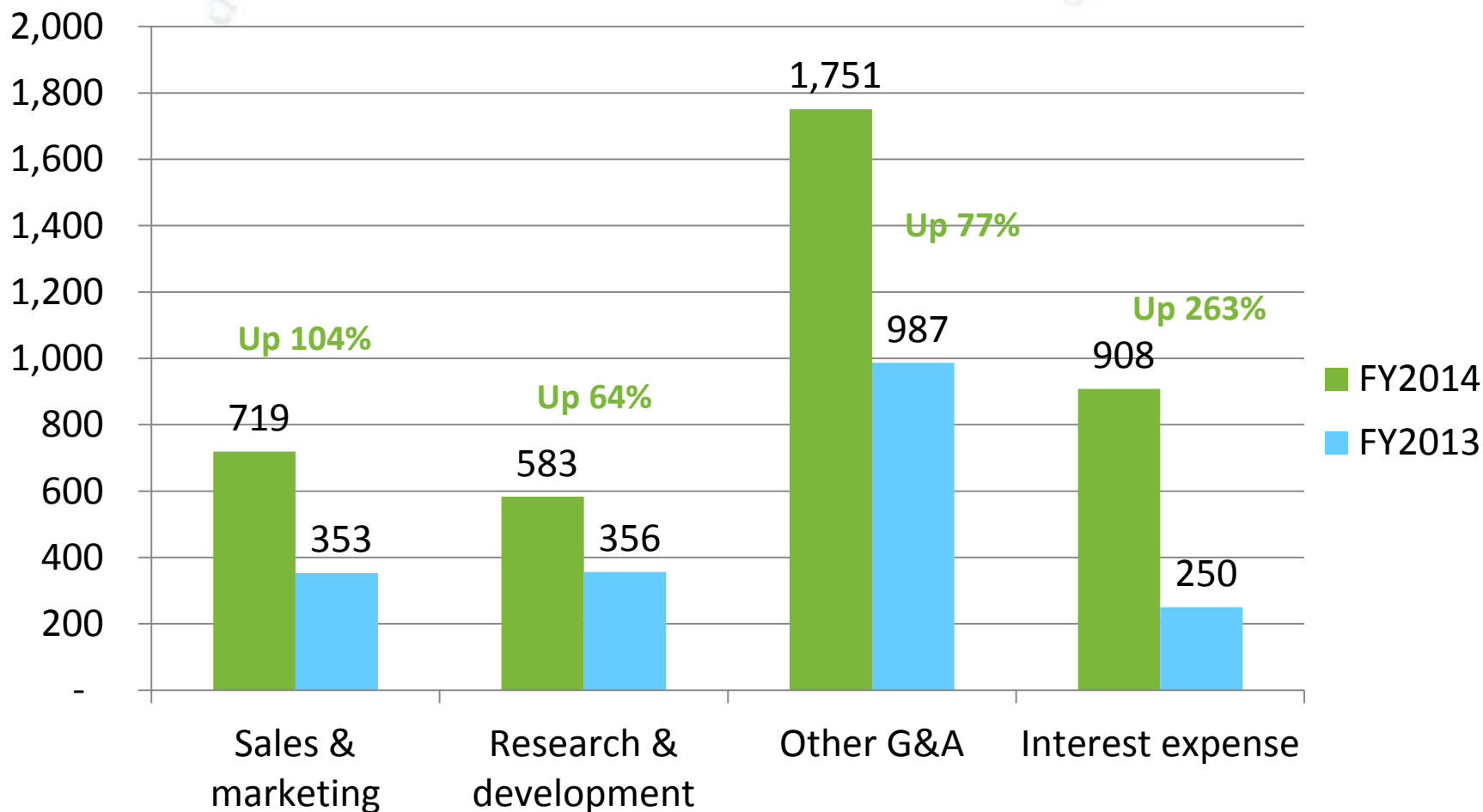
## Annual revenues

|                | <u>FY2012</u> | <u>FY2013</u> | <u>FY2014</u> |
|----------------|---------------|---------------|---------------|
| Revenues       | 269,697       | 1,800,327     | 2,437,402     |
| Revenue Growth | 84,488        | 1,530,630     | 637,075       |
| Growth%        | 46%           | 568%          | 35%           |



# FY 2014 Financial Results - 12 Months

Y/Y Results – FY14 v FY13 (in thousands)





# FY 2014 Financial Results - 12 Months

Y/Y Results – FY14 v FY13 (in thousands)

| <b>FY 2014</b>                               | <b>FY 2013</b>     |
|--|--------------------|
| <b>Revenues:</b>                             |                    |
| <b>\$2,437,402</b>                           | <b>\$1,800,327</b> |
| <b>Net income (loss):</b>                    |                    |
| <b>\$(2,753,560)</b>                         | <b>\$(712,452)</b> |
| <b>Net income (loss) per share:</b>          |                    |
| <b>\$(.10)</b>                               | <b>\$(.03)</b>     |
| <b>Net income (loss) per share, Adjusted</b> |                    |
| <b>\$(.06)</b>                               | <b>\$(.03)</b>     |



# Other Financial Items

- Capital leases retired
- \$2 Million in capital equipment off balance sheet
- Deferred income tax assets of \$5.6 million
- Other balance sheet items

# Replacement cartridge sales



OxySure Model 615, US version



Replacement cartridge for OxySure Model 615



OxySure Model 615, Europe version



Open the Lid



Remove Expended Cartridge



Replace with New Cartridge & Remove Safety Tabs

# Other Highlights

- Expanded international distribution
  - \$4.8 million in new contracts in 2014
- Received CE Mark Approval
- Appointed several new US distributors
- Made significant progress on the development of new products for the military
- Launched a pilot for a cloud based tracking and incident reporting system

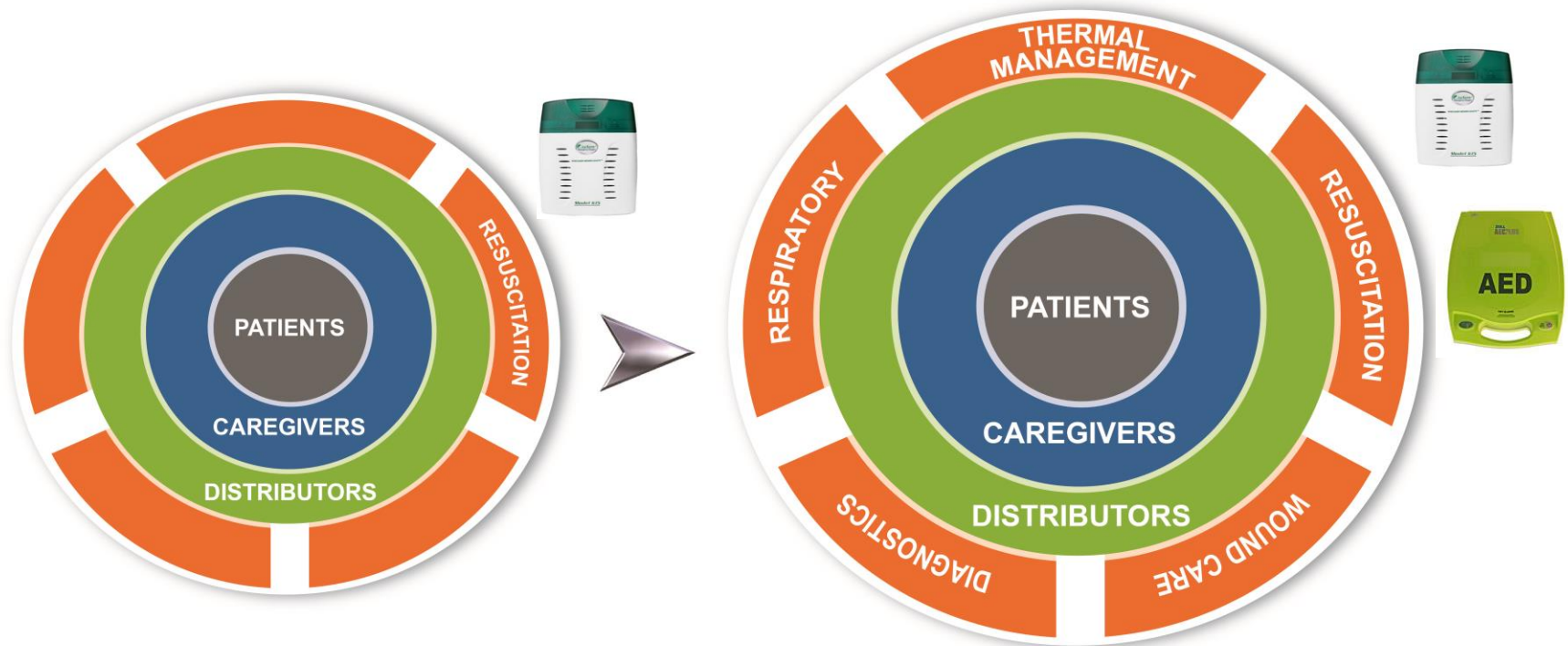


## Other Highlights, cont.

- Operational efficiencies
- Staffing additions to support medical device platform
- Selected by USPTO for Innovation Expo
- Cliff Meidl, two-time Olympian and Team USA Olympic Flag Bearer became spokesman



# Platform Vision



# Resuscitation Division Products





# Building a Medical Device Platform Company

## Step 1

### Organic Growth

- Sales through our:
  - Expanding direct sales force
  - Expanding distribution channel

### Build a Platform Foundation of

- Cohesive Company and Product Brands
- All disciplines and functions needed to support a medical device company
  - Quality Assurance, Regulatory, Engineering, Finance, Sales/Marketing, M&A Team, etc.





# Building a Medical Device Platform Company

## Step 2

**Inorganic** growth with Acquisitions that can leverage

- Platform Foundation
- Provide Sales and market synergies
- Cohesive Company and Product brands
- Provide faster revenue than through development alone



# Summary

- On track and stellar organic growth expected to continue
- Pre-responder and first-responder resuscitation, emergency medical and trauma markets
- Building a medical device platform company
- We can make a lot more money, a lot faster



# FY 2014 Financial Results

OxySure Systems, Inc. (OXYS)

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Questions & Answers



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